

## Message Text

UNCLASSIFIED

PAGE 01 STATE 203408

17

ORIGIN COME-00

INFO OCT-01 EA-09 NEA-10 ISO-00 EB-07 PCH-01 /028 R

DRAFTED BY COM/BIC/OED/SIPS/J.T.HARDISTY

APPROVED BY EB/OCA/CM/EMCKEON

COM/BIC/OED/SIPS/J.T.HARDISTY

COM/BIC/OED/SIPS/S.S.LEON

COM/BIC/OED/OBOD/R.E.COHEN

COM/DIBA/BIC/CAGNE/C.LOUSTAUNAU

STATE/EA/K/F:ECOHEN

STATE/NEA/ARP/CCECIL

COM/DIBA/BIC/DEPD/JMILLER

----- 094819

R 262314Z AUG 75

FM SECSTATE WASHDC

TO AMEMBASSY SEOUL

INFO AMCONSUL DHAHRAN

AMEMBASSY JIDDA BY POUCH

UNCLAS STATE 203408

E.O. 11652: N/A

TAGS: BEXP, KS, SA

SUBJECT: PRODUCT OPPORTUNITY - CONSTRUCTION MACHINERY FOR

--- SAUDI ARABIAN JUBAIL PROJECT

REF: SEOUL 6089

1. STRATEGIC INDUSTRIAL PRODUCT SALES (SIPS) GROUP OF USDOC HAS BROUGHT REFTEL TO ATTENTION OF ROAD BUILDING, EARTH-MOVING, CRANE AND PUMP MANUFACTURERS WITH REQUEST THAT SIPS BE NOTIFIED IF COMPANY IS INTERESTED IN PURSUING THIS OPPORTUNITY. SEVERAL FIRMS HAVE ALREADY RESPONDED AND TWO, MRS MANUFACTURING CO. AND JOHNSTON PUMP CO., HAVE WRITTEN DIRECTLY TO DONGBU SANGSA CO.

2. SIPS IS INTERESTED IN PROVIDING WHATEVER ASSISTANCE MAY

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BE NECESSARY WHEN PROPOSED PURCHASING MISSION ARRIVES IN

U.S. WOULD APPRECIATE FROM EMBASSY NAMES AND TITLES OF MISSION MEMBERS, ITINERARY WHILE IN STATES AND ESTIMATION OF HOW FLEXIBLE TEAM'S TRAVEL PLANS ARE. WOULD ALSO LIKE ADDITIONAL PROJECT INFORMATION, PARTICULARLY TO WHAT EXTENT DONGBU IS TENDERING FOR THIS EQUIPMENT AND WHAT EXPERIENCE MIRYUNG CONSTRUCTION CO. HAS HAD IN PAST IN WORKING WITH U.S. EQUIPMENT SUPPLIERS.

3. ONCE ITEMS OF SHOPPING LIST HAVE BEEN IDENTIFIED, SIPS CAN OFFER MORE EFFECTIVE ASSISTANCE IN BRINGING DONGBU TOGETHER WITH SUITABLE SUPPLIERS. IF QUOTE FOR PACKAGE OF EQUIPMENT AS WHOLE IS DESIRED AS IS SUGGESTED IN PARA 6 OF REFTTEL, THIS APPROACH CAN ALSO BE TAKEN, ALTHOUGH DELIVERY WILL BE EFFECTED BY TIME NECESSARY TO ASSEMBLE ALL PORTIONS OF PACKAGE.

4. FOR FUTURE REFERENCE, TWO OFFICES WITHIN USDOC WHICH WILL BE TAKING ACTION ON MID-EAST PROJECTS INVOLVING KOREAN CONSTRUCTION FIRMS WILL BE SIPS AND COMMERCE ACTION GROUP FOR THE NEAR EAST (CAGNE). ATTENTION SHOULD BE DIRECTED TO BOTH OF THESE OFFICES IN FUTURE CABLES BY BEGINNING SUBJECT HEADING WITH QUOTE PRODUCT OPPORTUNITY UNQUOTE. INGERSOLL

NOTE BY OC/T: POUCHED TO JIDDA.

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NNN

## Message Attributes

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**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 26 AUG 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
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**Executive Order:** N/A  
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**TAGS:** BEXP, KS, SA  
**To:** SEOUL  
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